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# SOUNDINGS

The happenings in and around the Port



PHOTOGRAPHY BY BILL MCALLEN

## CARGO

### 9/11 Artifacts Stored In Dundalk Prior To Memorial Construction

Three steel beams from the North Tower of the New York World Trade Center arrived at the Port of Baltimore in November and will remain at the Port until they are incorporated into a Maryland 9/11 Memorial expected to be erected next fall outside Baltimore's World Trade Center.

According to Rick Costello, Manager of Operations Systems for the Maryland Port Administration (MPA), the beams weigh a combined total of 4,142 pounds, and will be stored in a warehouse at Dundalk Marine Terminal.

Overseeing the creation of the memorial is a Maryland 9/11 Memorial Advisory Committee comprised of businesses, public safety personnel, artists, victims' families and other stakeholders. The committee is chaired by Rand Griffin, President and CEO of the Corporate Office Properties Trust (COPT). The memorial will be funded by private donations and volunteer services.

Maryland Gov. Martin O'Malley, who was joined by Baltimore Mayor Stephanie Rawlings-Blake and other dignitaries at the Artifact Receiving and Remembrance Ceremony in November, observed that the

beams are pieces of girders from the North Tower that bent and melted together. "In a way they are metaphoric for our country," the Governor added, "while we may bend, we never break. In times of adversity, we come together as one, and we rise." 🌐

*A ceremony in November marking the arrival of steel beams from the New York World Trade Center was attended by, clockwise from top, the MPA's Brian Miller and Sam Azzarello, the Baltimore City Fire Department Honor Guard and Gov. Martin O'Malley.*





## IN MEMORIAM

### LoBianco Was A Driving Force Behind RO/RO Rodeo

Louis J. "Lou" LoBianco, who worked for the Maryland Port Administration (MPA) for more than 30 years and was the co-creator of the RO/RO Rodeo, died on Dec. 1 at the age of 68. LoBianco retired from the MPA in 2008, but remained an active presence at the Port of Baltimore.

"Lou was one of the main reasons why the Port of Baltimore is known today as the top Roll-On/Roll-Off (RO/RO) port in the U.S.," said MPA Executive Director James J. White. "He had an extraordinary understanding and knowledge of the RO/RO industry and knew exactly what it took to convince RO/RO manufacturers to ship their cargo through Baltimore."

White added, "He loved working at the Port of Baltimore, and that was evident to anyone who was fortunate to know him."

LoBianco began his career in 1966 as a clerk at a local railroad company. He joined the MPA in 1977 as a Regional Manager and was promoted to Deputy Director and then to Manager of Breakbulk, Bulk and RO/RO sales. Baltimore's annual RO/RO Rodeo, unique among



KATHY BERGEN SMITH

U.S. ports, was an opportunity for longshoremen to operate the latest construction and agricultural equipment entering the Port.

About his work with the MPA, LoBianco told the *Port of Baltimore Magazine* in 2007, "It's become a labor of love. There isn't a day I have any regrets."

After his retirement, LoBianco joined EcoLogix, a professional services company, where he assessed the environmental practices of shippers and logistics companies moving cargo through the Port. His contributions were important in identifying a number of key factors that led to the MPA's GreenPort initiative. "He knew as much about what went on at the Port as anyone I have ever been associated with," said Dan Spack, a Principal with EcoLogix Group and head of its Seaport Practice. "Lou's good-natured manner and sound advice always came easily and was always welcome."

LoBianco leaves behind his wife of 42 years, Fran, and two sons, Anthony and Matthew. 🌐

## ONLINE

### Update Your Port Directory Listing

All companies and organizations involved with the Port of Baltimore should go online to either create or update their listing on the Port of Baltimore Directory website. This will ensure that the most current contact information is included in the printed version of the 2011 Port of Baltimore Directory, which is now in the works.

Businesses should go to **POBdirectory.com** to submit a listing or check their account information. A basic listing is free, and the process to post a listing should take just a few minutes. If you have questions, please contact Nancy Menefee Jackson, Media Two Custom Publishing, at 443-909-7837 or [nancy.jackson@mediatwo.com](mailto:nancy.jackson@mediatwo.com).

Anyone interested in purchasing an ad or enhanced listing in the printed directory or online at **POBdirectory.com** should contact Media Two Advertising Director Steve Lassiter at 443-909-7828 or [steve.lassiter@mediatwo.com](mailto:steve.lassiter@mediatwo.com). 🌐

### MPA Launches Twitter Account To Provide Latest Port Info



Anyone interested in getting the latest news about the Port of Baltimore can now find it on Twitter. Users should go online to **twitter.com/portofbalt** to be part of this social networking and microblogging service.

"We will use Twitter as an instant communications tool to provide information about anything related to cargo, cruise, environment or other pertinent issues at the Port," said Maryland Port Administration (MPA) spokesperson Richard Scher. "It's quick, easy and free to sign up. You can get the latest news about the Port of Baltimore right when it happens. We encourage all of our magazine readers to join portofbalt today." 🌐

## EVENTS

### BPA Prepares for Annual Gathering of Legislators

With a theme of "The Sustainable Port," the 15th annual Baltimore Port Alliance (BPA) Legislative Reception was scheduled for January 27 at the Governor Calvert House in Annapolis. During the reception, members of the General Assembly learn about issues affecting the Port of Baltimore. Funding was provided by proceeds from the annual BPA Bull & Oyster Roast, held January 20. 🌐



## EDUCATION

### Learning With 'Vodcasts' At Local College

**T**he Maryland Port Administration (MPA) and other members of Baltimore's port community have been working with a local college to create a series of "vodcasts," or video interviews, to enhance the learning process.

Anne Arundel Community College, whose two main campuses are located a short drive from both the Port and BWI Marshall Airport, offers two certificate programs to enhance careers in commercial transportation. Students can receive a certificate in Transportation, Logistics and Cargo Security or Logistics and Supply Chain Management. "They are academic credentials, rather than industry certifications," explained Gloria Sandstrom, Coordinator of Sponsored Programs for the college. Emphasizing

the practical value of the courses, Sandstrom added, "Our current students who work in the industry tell us that they are learning about other areas of the transportation industry that they were unfamiliar with, and also receiving information on the latest industry methods and technologies."

Officials from the Port of Baltimore and BWI Marshall Airport collaborated to develop the Transportation, Logistics and Cargo Security certificate in 2008. The Logistics and Supply Chain Management certificate was created after a strong response from students.

The MPA, Rukert Terminals Corporation, Consol Energy and Securitas were heavily involved in the process. Mary Jane Norris, MPA Manager, Port Operations Services, served as co-chair of the program advisory committee. Brian Miller, MPA General Manager of Terminal Operations, is one of the teachers, and Rebecca Barber, MPA Communications Coordinator, assisted in production on the terminals and the video interviews.

News of the program is spreading through the Port grapevine by way of the Baltimore Port Alliance, Women's Traffic and Transportation Club and Baltimore Customs Brokers and Forwarders Association.

Martha A. Smith, President of the college, and Maryland Department of Transportation Secretary Beverley Swaim-Staley filmed an introduction to the series. Twenty videos are in production, featuring interviews with Mark Montgomery of Ports America Chesapeake, Andrew Nixon of Rukert and Augustine Moore of U.S. Customs and Border Protection, among others.

The certificates are funded by a \$2.1 million, community-based, job-training grant from the U.S. Department of Labor's Employment and Training Administration. Although the grant expires this December, the college is committed to a continuation of the program. 🌐

## NEWSMAKERS

### National Recognition For Seagirt Success

**A** national transportation award was presented in November to Frederick P. Rappe, Jr., Special Assistant to the Secretary for the Maryland Department of Transportation. Rappe spearheaded the complex infrastructure finance work necessary to execute one of the region's largest public-private partnership agreements, helping to clear the way for the construction of a 50-foot berth at the Port of Baltimore's Seagirt Terminal.

"Thanks to Fred's hard work in structuring this transaction, Maryland will be able to build this 50-foot berth in time for the Panama Canal expansion," said Transportation Secretary Beverley K. Swaim-Staley.

The American Association of State Highway and Transportation Officials (AASHTO) presented Rappe with its President's Transportation Award for Intermodal Transportation during the AASHTO annual meeting in Mississippi.

Serving MDOT as both Director of Planning and as Chief Financial Officer, Rappe has dedicated nearly three decades to funding and planning key transportation projects for Maryland.

"Marylanders should be proud of Fred," said AASHTO Executive Director John Horsley. "He exemplifies the tremendous expertise that is found in DOTs throughout America, working to solve problems and make a better transportation system."

As outlined in the Seagirt agreement, Ports America is investing in the new berth as well as other necessary infrastructure at the terminal, saving the state hundreds of millions of dollars. Ports America is also making an annual payment to the state and providing ongoing revenues to the Maryland Port Administration (MPA) during the life of the agreement. 🌐



## NEWSMAKERS

### Whaling Appointed MPA Deputy Counsel

**P**hil Whaling was recently appointed by the Attorney General of Maryland to be the new Deputy Counsel for the Maryland Port Administration (MPA). Whaling has worked for the MPA Office of the Attorney General since 2006 as an Assistant Attorney General, successfully representing the MPA before numerous courts and administrative bodies and serving as the primary attorney for the MPA on employment and security matters.

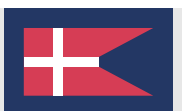
"Phil is a gifted litigator and true team player," said Robert Munroe, Principal Counsel. "His promotion to Deputy Counsel is a well-deserved recognition of the fine work and solid counsel he has provided to the MPA over the years." 🌐



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## SHIPPING

### Second Call for NSCSA

The National Shipping Company of Saudi Arabia (NSCSA) recently inaugurated a second call to the Port of Baltimore to load export cargoes, including breakbulk, Roll-On/Roll-Off (RO/RO) and full container loads. This second call decreases export transit times into Saudi Arabia, the Middle East and Indian Subcontinent ports by 12 to 14 days.

"This is an example of one of our Port partners responding to customers' needs," said Joe Greco, Maryland Port Administration Deputy Director, Marketing. "NSCSA heard the feedback from their export RO/RO customers and modified their schedule accordingly. Not only does this double call keep them competitive, but it also keeps the Port of Baltimore in a strong position to handle export cargo on these important trade lanes." 🌐



## BUSINESS



### New Name Represents 'Evolution' For MTC Logistics

Merchants Terminal Corporation, the 82-year-old, Maryland-based leader in the temperature-controlled logistics industry, recently unveiled its new name, MTC Logistics. Since its establishment in 1928, the company has provided logistics services to the public and to the food industry.

"We continue to add to the breadth and depth of our logistics services, and the new name ... is a clear signal to our clients and the market of our evolution as a company," said Harry Halpert, MTC Logistics President. "We continue to invest in the industry as evidenced by the recent opening of a state-of-the-art international distribution center at the Port of Baltimore's Seagirt Marine Terminal, and are positioned for stable growth for years to come."

MTC Logistics owns and operates four refrigerated international distribution centers within Maryland and Delaware. 🌐

## NEWSMAKERS

### Baltimore Customs Brokers Honor MPA's Norris

The Board of the Baltimore Customs Brokers and Forwarders Association (BCBFA) presented its first Recognition Award to Mary Jane Norris, Maryland Port Administration (MPA) Manager, Port Operations Services. Norris is a past president of both the Women's Traffic and Transportation Club and the Council of Supply Chain Management Professionals.

BCBFA Secretary Dawn Davis Smith of Emo Trans BWI, told Norris during the award presentation, "I am personally grateful for all you have given the BCBFA, the Port and our entire transportation community."

Norris was surprised with the honor during an Oktoberfest event. "It was a wonderful acknowledgement. I was thrilled and humbled," she said. 🌐



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## OUTREACH



CAROL VASSALLO

*Fifty-two boxes were gift-wrapped for sailors.*

### Shoebox Project Brings Holidays To Seafarers

**T**he Maryland Port Administration (MPA) partnered with the Baltimore International Seafarers' Center to help bring a little joy to those at sea during the holidays. Port-related businesses got into the spirit of the "Seafarers' Christmas Shoebox Project" by providing shoeboxes of items ranging from mouthwash and lotion to warm hats and gloves. The shoeboxes were gift-wrapped for seafarers, while some additional items were donated to the center.

"We filled 52 boxes," said MPA Outreach Coordinator Katrina Y. Jones "I thought that was great since it was our first time. Our employees did a great job of getting a variety of donations in." 🌐

### Port Partners Bring Holiday Cheer to Dundalk Youth

**M**ore than 100 people crowded a youth service center located near the Port of Baltimore's Dundalk Marine Terminal to sing songs with Santa in early December. The center's volunteer Board includes employees of various Port-related businesses, including Ports America, Ian International, Mediterranean Shipping Company and the Maryland Port Administration.

"We participate in many different charity events," said Ports America Finance Manager David Burstein. "It feels good helping people that are less fortunate."

The holiday celebration consisted of caroling, crafts, picture-taking and quality time with Santa, who resembled Ports America's Mark Montgomery.

"One of the things I realized is that many people don't have a place to go for the holidays — for them, this is their Christmas celebration," said Dundalk Youth Service Center Executive Director Cheryl Marocco. "Ports America and others in the Port community have been so good to us with the support they have offered." 🌐



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## SOUNDINGS BUSINESS

### Metal Warehousing Company Under New Ownership

**G**lencore International AG, one of the world's largest suppliers of commodities and raw materials, announced in September the purchase of Pacorini Metals, an international metal warehousing company whose American base is in Baltimore. The sale is not expected to affect Pacorini Metals' local operations.

"Our business model is such that we were thriving throughout the last three years," said Paolo Pacorini, the former CEO of Pacorini Metals, who stayed on through December to assist with the ownership transition.

Pacorini, pictured above, credited the company's growth to the efforts of his "multicultural, smart and dedicated team." He had hired some people in Baltimore and brought others over from the company headquarters in Trieste, Italy.

Pacorini said the Maryland Port Administration gave his company "a lot of help," as did other agencies such as the Baltimore Development Corporation.

While other companies foundered during the recession, Pacorini boomed. Pacorini explained. "During recessions, industries slow down production. Because our core business revolves around storage of commodities, there's an opportunity for us."

The company traded metals on the London Metal Exchange, and Pacorini noted that Baltimore is one of 10 ports in the U.S. approved by the LME. 🌐



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## NEWSMAKERS

### MPA's Barber, Magazine Coordinator, Retires

**A**fter 20 years at the Maryland Port Administration (MPA), filling a variety of roles that included overseeing production of the Port of Baltimore Magazine, Rebecca Barber retired in December. Barber served the MPA's Office of Communications by writing press releases and speeches, performing media relations and coordinating events. She was also involved in various education outreach efforts for Maryland students. 🌐



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# GreenPort

MPA's Environmental Stewardship > > > >



*The MPA's Bill Richardson and Barbara McMahon keep tabs on a stormwater pond.*

KATHY BERGEN SMITH

## POLLUTION PREVENTION IS GROUP'S PRIME OBJECTIVE

### Port P2 Committee Outlines Key Tactics

Over the past five years, the Port Pollution Prevention (Port P2) Committee has made environmental management best practices its business. Coordinated by the Maryland Port Administration (MPA) Safety, Environmental & Risk Management (SERM) Department, the group consists of representatives from the MPA operations, security and environmental departments, as well as several tenant representatives including Ports America Chesapeake, Ceres Marine Terminals, AMPORTS, BalTerm, Marine Repair Services of Maryland and others.

The Port P2 Committee meets twice annually to discuss tactics for spill control and response and stormwater management strategies. "We look forward

to the meetings with Port tenants," said Bill Richardson, Environmental Manager for the MPA. "They allow us to evaluate and measure our current activities and set objectives and targets for pollution prevention."

At its most recent meeting in November, the Port P2 Committee discussed ways to control pollution that may enter the Chesapeake Bay from the marine terminals. The committee proposed meeting this challenge using six key tactics:

- 1 Develop educational outreach programs that contain information about the impacts of stormwater discharges on receiving waters, why controlling these discharges is important, and what MPA personnel can do to reduce pollutants in stormwater runoff;
- 2 Elicit public involvement via a multi-pronged participation program;

- 3 Develop, implement and maintain a program to identify and eliminate unauthorized storm drain system connections and non-stormwater discharges to the maximum extent practicable;

- 4 Follow Code of Maryland Regulations (COMAR) regarding sediment and erosion to control construction site runoff;

- 5 Install post-construction stormwater management for stormwater discharges from construction sites exceeding 5,000 square feet; and

- 6 Implement and maintain pollution prevention and good housekeeping techniques and procedures to reduce pollutants from all facility operations.

"The Maryland Port Administration and its tenant partners are working pro-actively to understand and respond to the emerging requirements for restoring the Chesapeake Bay," explained Barbara McMahon, the MPA's Manager of SERM. "Taking the steps now to understand how coordination within various operations on the marine terminals can reduce the amount of stormwater pollution will be an





Thanks to public education and outreach efforts over the past year, the MPA has been able to establish an environmental workgroup and develop a community contact list.

important step in doing our part."

Thanks to public education and outreach efforts over the past year, the MPA has been able to establish an environmental workgroup and develop a community contact list. In addition, the MPA has involved the Port community and is well on its way to developing storm drain drainage signs. Storm drain maps assist in the detection of illicit discharge. Pollution prevention and good housekeeping measures have aided in the acquisition of National Pollutant Discharge Elimination System (NPDES) coverage and the development of facility usage maps, as well as tenant advisory programs.

Solomon Egbe, Director of Safety and Environment for Ports America Chesapeake, finds the Port P2 Committee's exchange of ideas very useful. "The committee's goal is to improve the environment by reducing or eliminating adverse environmental impacts," Egbe said. "I find that the collective effort of the committee members is very effective in meeting this goal."

The next meeting of the Port P2 Committee is planned for early spring. 🌐



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*Photo: K.B. Smith*





# PORT REPORT

Port of Baltimore → 2010



PHOTOGRAPHY BY BILL MCALLEN AND KATHY BERGREN SMITH

## EXECUTIVE VIEW



The Port of Baltimore heads into 2011 on a high note as we continue to rebound following one of the most challenging economic periods in our country's history. Despite these difficult conditions, the Port of Baltimore achieved many significant accomplishments in 2010 in cargo, cruise and the environment.

Certainly our most significant accomplishment in the past year was the official signing of the 50-year lease and concession agreement with Ports America Chesapeake to operate the Seagirt Marine Terminal. As Governor O'Malley has stated, this is all about jobs, jobs, jobs. This unique contract will create 5,700 new jobs, provide Maryland with \$140 million for road, tunnel and bridge improvements, and generate nearly \$16 million annually in taxes.

One of the key elements of this deal was constructing a 50-foot container berth in time for the completion of the Panama Canal expansion in 2014. Ports America Chesapeake broke ground in March and the current construction schedule will have the berth finished in 2012. At that point, Baltimore will become only the second East Coast port to have both a 50-foot container berth and channel. As a result, we will be able to welcome larger ships that will bring more cargo to Maryland and, more importantly,

grow jobs and maintain the Port's standing as one of this state's key economic generators.

In addition, this year saw record amounts of autos and containers make their way to our docks. BMW began a five-year commitment with Mercedes-Benz that will produce 50,000 additional BMW automobiles here annually. That additional business is generating 200 new jobs. Ford upped its Baltimore presence by bringing in 17,000 Fiestas. On the RO/RO side, Ceres Terminals signed a new lease for RO/RO cargo at Dundalk Marine Terminal.

Cruising from Maryland continued to grow in 2010, with a record 91 cruises and more passengers than ever before. Ninety percent of our cruises sailed at full capacity. Royal Caribbean brought a newer and larger ship to Baltimore, and joined Carnival in offering year-round service. Our excellent geographic location in one of the most populous and wealthiest markets in the U.S., as well as our cruise terminal's easily accessible drive-to location off Interstate 95, have been fully embraced by the cruise industry. Last year, the Port's cruise business helped pump \$90 million into Maryland's economy and create about 500 jobs.

On many different levels, the Port continued to reduce its carbon footprint and evolve environmentally in 2010. The Port Administration's Environmental Management System made

progress at our public terminals in the areas of recycling, air emission reduction, water quality and spill prevention. The Masonville containment site began accepting dredged material, while its overall restoration project was awarded a national environmental award. We also worked closely with our private terminals and the Baltimore Port Alliance to ensure environmental progress is achieved throughout all marine terminals.

The Port was also selected in partnership with two other U.S. ports for further study in the America's Marine Highway program. The goal of this program is to identify water transportation routes for domestic cargo that is currently being transited over the nation's highways. This could ease highway traffic congestion, reduce air emissions and even create jobs at our terminals.

Entering 2011, the key issue remains the economic recovery. The last two years have required new and unique ways to conduct business. Be assured as we move forward that we will continue to progress along that track, seek out good opportunities to create new jobs, and remain committed to responsible environmental management.

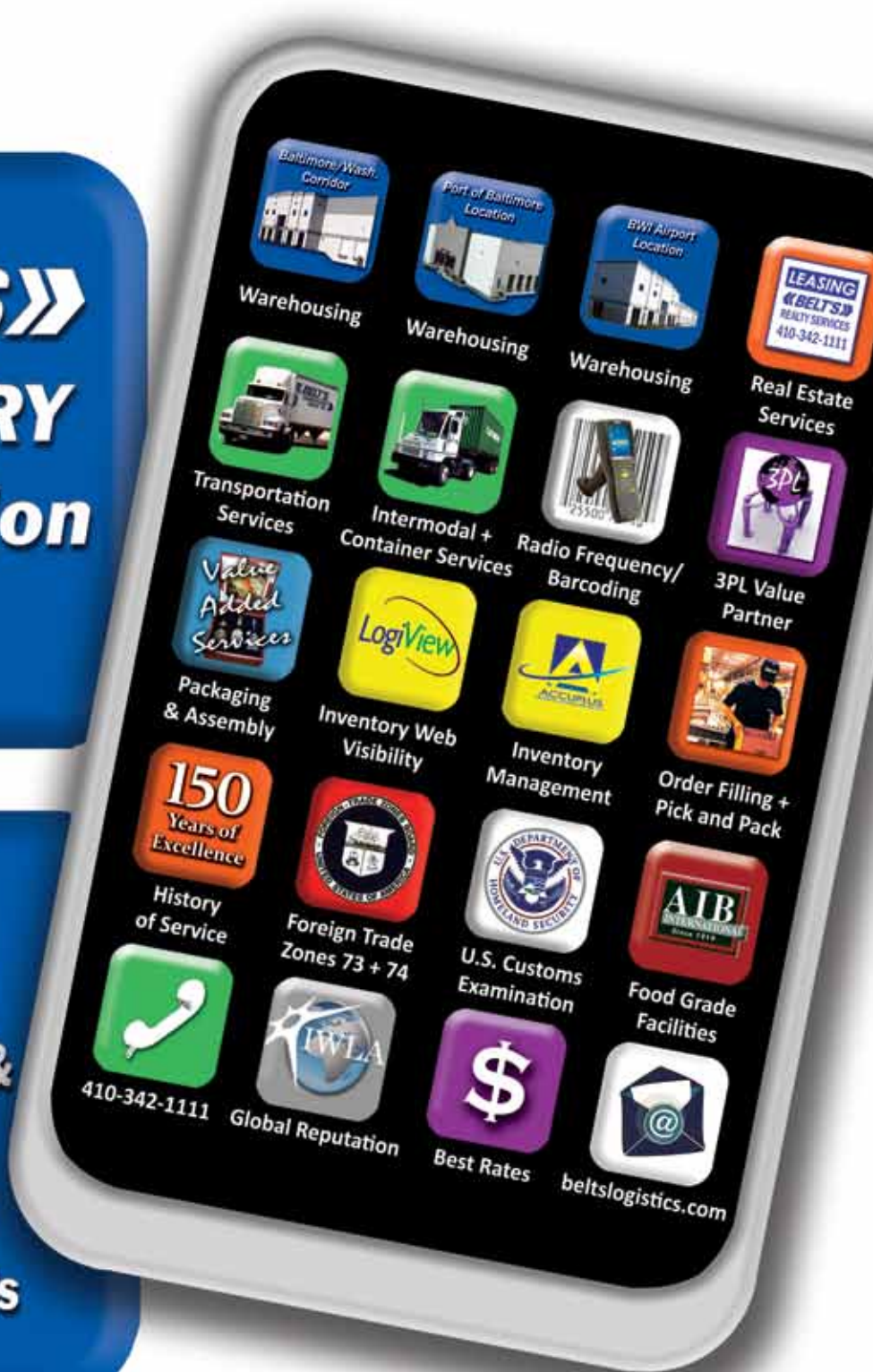
James J. White  
Executive Director





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# GENERAL CARGO



While the global economic conditions proved extremely challenging, Baltimore fared better than many other U.S. ports because of its cargo diversity. Although the public terminals saw a decrease of 2% of total cargo tonnage in FY 2010, the Port was able to maintain market share and remain tops in the nation for imported forest products and imported Roll-On/Roll-Off (RO/RO) cargo. Baltimore also kept its No. 2 ranking for exported autos.

Moving forward, there are plenty of reasons to be optimistic about the future of the Port of Baltimore. As the economy begins to rebound, the Port should handle more cargo in FY 2011 than in FY 2010. In addition, the continued development and construction of the new 50-foot berth ensures Baltimore will be one of the very few East Coast ports ready to accept larger ships and more cargo when the Panama Canal project is finished.



COURTESY OF UPM NORTH AMERICA



COURTESY OF MPA



# CONTAINERS



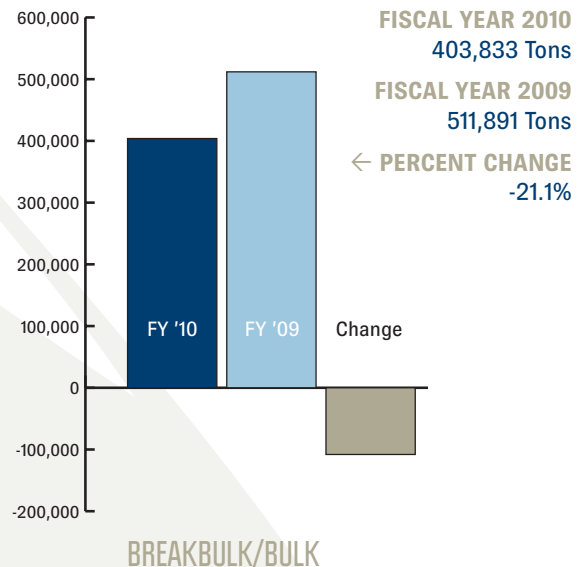
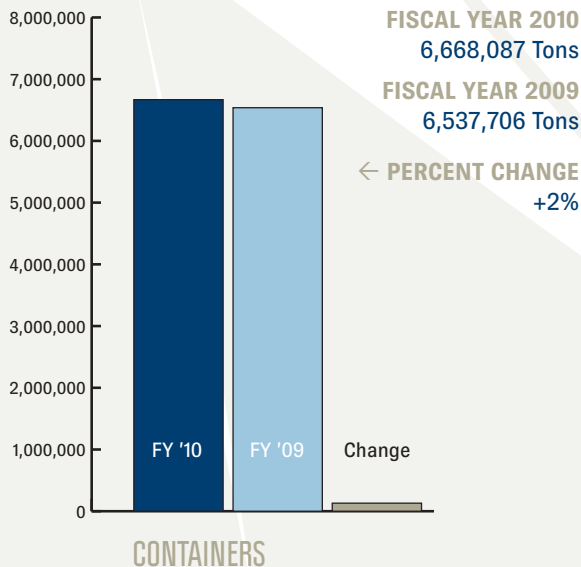
olumes rebounded nicely in FY 2010 for the MPA container business. The Port of Baltimore saw a 2% increase in container tonnage compared to the previous year, totaling 6,668,087 tons. The strength, size and buying power of the local BWI market contributed to the growth of this business.

The construction of the 50-foot Seagirt Berth 4 continues ahead of schedule. The new berth, which includes four Super Post-Panamax cranes, should be completed in 2012. This aggressive construction schedule is almost two years ahead of the Panama Canal expansion project.

Strong Asian trade has been the key to Baltimore's container growth, with MSC's Golden Gate service and Evergreen's AUE service leading the rebound. The MSC Rita made its maiden voyage to Baltimore in FY 2010, marking the largest regular-service container vessel at 8,085 TEUs. Long-term contracts with both MSC and Evergreen are proving to be wise business decisions made by Port executives.



KATHY BERGREN SMITH



# AUTOS



BILL MCALLEN

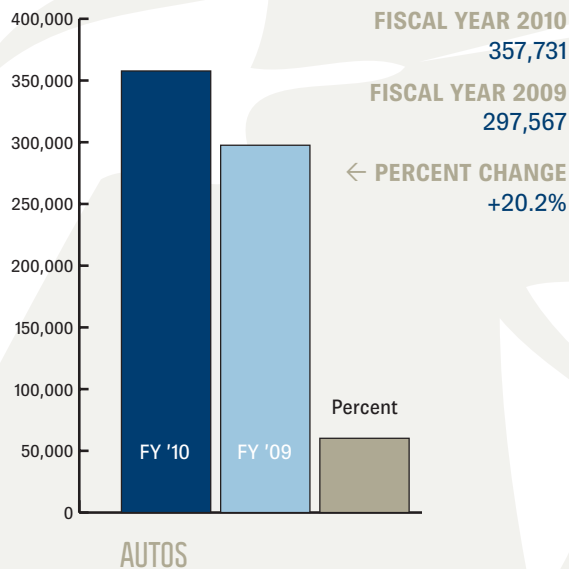


Automobile volumes at the Port of Baltimore demonstrated excellent gains in FY 2010. Volume was up 20.2%; a total of 357,731 autos moved over MPA piers, compared to 297,567 in FY 2009.

The Port of Baltimore remains a leader in the international movement of automobiles, thanks to the support of all of the major ocean car carriers offering their services to all corners of the globe.

Spring brought BMW to the Port with an anticipated annual volume of 50,000 units for the next five years. Ford experienced tremendous growth through the Port of Baltimore in FY 2010, especially with its Fiesta and Transit Connect vehicles. Subaru import volumes were another reason the Port of Baltimore grew in this sector.

Baltimore continues with its nationally renowned quality-handling program, QCHAT, to process autos across Port piers. The program includes key participants in the auto supply chain, such as stevedores, labor and manufacturers. QCHAT specializes in verifying that all pieces of cargo are handled with white-glove care.





# ROLL-ON/ROLL-OFF



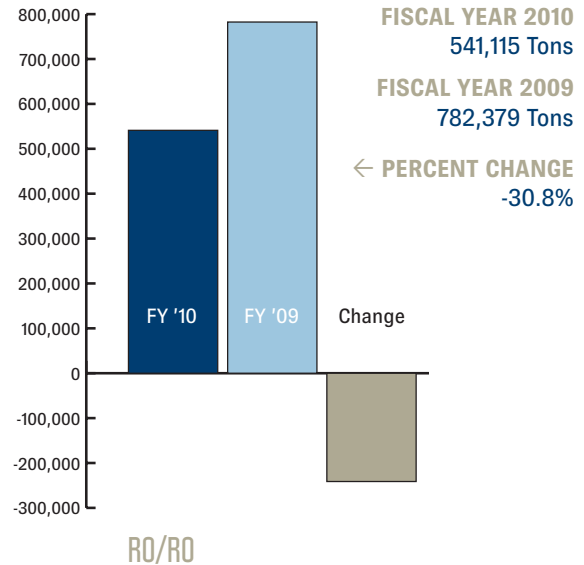
ven though the Roll-On/Roll-Off (RO/RO) sector continued to struggle in FY 2010, Baltimore maintained its position as the leading RO/RO port in the country.

RO/RO cargo is predominately construction and agricultural equipment, and the national economic climate had a direct effect on RO/RO business. It was further hindered by a lackluster construction industry, slow global investment in developing countries and poor farming conditions in Russia. These conditions led to a 30% decline in FY 2010, with Port RO/RO cargo totaling 541,115 tons.

The Port is able to excel in this business because of its close proximity to the Midwest. One positive sign for RO/RO business in FY 2010 was the signing of a lease by Ceres Terminals for 12 additional acres at Dundalk Marine Terminal to use for new RO/RO business.

A quality program similar to the QCHAT program for autos is used at the Port of Baltimore. As with the QCHAT program, which helped make Baltimore a leader in this commodity, the Port's annual RO/RO

Rodeo, still the only one of its kind in the U.S., has received regular accolades and has been paramount in Baltimore's ability to handle RO/RO cargo efficiently and safely.



BILL MCALLEN



# FOREST PRODUCTS



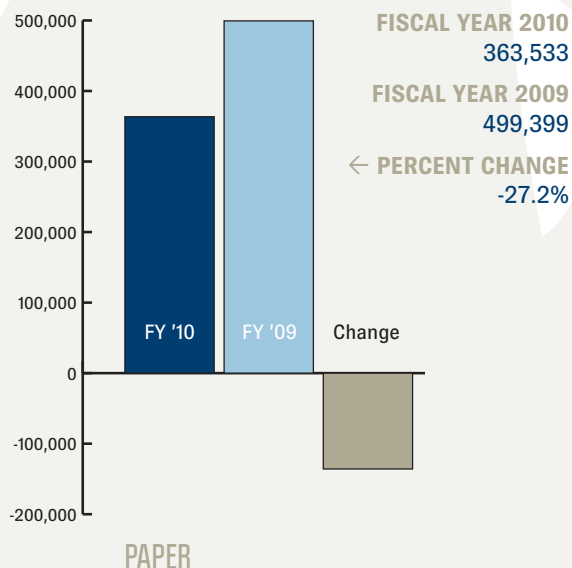
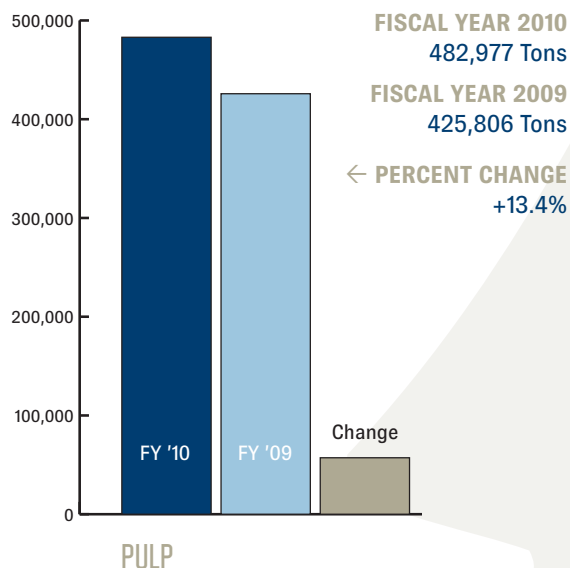
Although 2010 was a challenging year for paper, there is good news on the horizon as Baltimore has been regaining some tonnage as one of its large importers has been aggressively gaining sales. There are also several additional opportunities for Baltimore in 2011 that are promising.

Pulp from Brazil and Uruguay is growing, with production volumes scheduled to go up as much as 40% between now and 2014. One of the major export ports in Brazil is already constructing facilities to double its capacity to handle this rapid growth. Brazilian mills are the most efficient in the world and the climate to grow full trees in 6 to 7 years is a recipe for success and profits.

Baltimore's facilities and labor remain among the best in the industry. This will help assure the Port a strong position in this niche market for years to come.



BILL MCALLEN





# SECURITY



The MPA Office of Security continues to improve upon ongoing security measures and changes in the field of industrial and personal security measures. Modern technological advances have enabled improvements and expansion to the CCTV and Access Control Systems, which increase efficiencies to the processing of cargo handling.

As part of the Maryland Department of Transportation's multi-modal transportation system, the MPA's Office of Security coordinates security, emergency planning and response, along with plans to reconstitute and revitalize MPA terminals with all transportation modes to ensure efforts do not conflict or resources become overtaxed.

The MPA continues to apply for and has been successful in the awarding of federal port security grants to further enhance security. Funding is being utilized to improve access control points through new guard booths, vehicle screening structures, equipment to ensure interoperable communications not only during emergency or crisis situations, but also on a day-to-day basis. Further enhancements will be the purchase of equipment for an MPA emergency operations center, and the ability to provide video-sharing across all MDOT modes of transportation. The MPA has received more than \$19.2 million in federal port security grants since 2002.

The MPA Office of Security works daily with its partners at the Maryland Transportation Authority Police, United States Coast Guard and Customs and Border Protection to ensure a safe and secure environment to process cargo and maintain Baltimore's status as a thriving port.

# CRUISE



Baltimore's cruise business has taken off. Once a seasonal cruise port, the Port of Baltimore's Cruise Maryland Terminal is now home to a year-round cruise calendar able to whisk passengers away to such locations as the Caribbean, Bahamas, Bermuda and New England/Canada. In 2010, Baltimore offered a record 91 cruises — up from 27 in 2008. A cruise passenger record was set for the second consecutive year in 2010, as more than 210,000 passengers embarked, a significant increase from the 47,000 that departed in 2008. These successes are even more remarkable considering the tough economic times. Despite the down economy, more than 90 percent of Baltimore cruises have sailed at 100 percent capacity.

This impressive growth is attributed to two key factors: an immense population market and unique cruise



terminal location. Baltimore is positioned within one of the top five U.S. population markets, and one where tens of millions of people are within only a few hours' drive. This region is also an affluent area, with eight of the 10 wealthiest U.S. counties within a six-hour drive, and Maryland serving as the state with the highest median household income.

Baltimore is now ranked as the sixth busiest cruise port on the East Coast and 14th nationally. The Port's cruise business is now responsible for about \$90 million in economic impact and it generates about 500 jobs in Maryland. The Port looks forward to continuing to grow cruise, creating jobs and increasing its economic benefits.



# ENVIRONMENT



In 2010, the MPA accomplished significant environmental improvements at the public marine terminals and through the MPA's dredged material management program.

## RECYCLING →

The MPA increased its recycling of paper and paper products by 10%. The MPA also has a goal of recycling or reusing 70% of materials from demolition projects.

## SPILL REPORTING →

The reporting of spills was up approximately 15%. Having detailed information on spills allows for timely investigations to determine cause, targets corrective actions and improves spill response.



KATHY BERGREN SMITH



BILL MCALLEN





## AIR EMISSION REDUCTION →

Air emission reductions can be measured through improvements that occurred as a result of the Port of Baltimore's Clean Diesel Program. Three harbor crafts were repowers; seven locomotives had start/stop idle reduction technologies installed; and 42 pieces of cargo-handling equipment and 26 dray trucks were repowered, retrofitted or replaced. Preliminary estimates of annual reduction in fuel and emissions are as follows: fuel, 12%; carbon dioxide, 12%; nitric oxides, 31%; particulate matter, 50%.

## WATER QUALITY IMPROVEMENT →

Spill mitigation and elimination are integral to improved water quality as are other best management practices installed in 2010, such as upgrading several storm water management ponds. Pilot programs also implemented in 2010 included trash and sediment collection screens and storm drain filters.

The MPA also sponsors a pollution prevention committee that includes Port tenants and other Port users who meet to discuss environmental issues affecting the marine terminals.

## MAINTAINING OUR CHANNELS →

Keeping an open channel for ships to access Maryland's Port of Baltimore has been an objective since the 1700s. The MPA's nationally renowned dredged material management program works closely with environmental scientists, communities and federal and state partners to create forward-thinking solutions. The award-winning Poplar Island restoration, a "beneficial use" of dredged material from the Chesapeake Bay, continues to resuscitate an island weathered by time and elements.

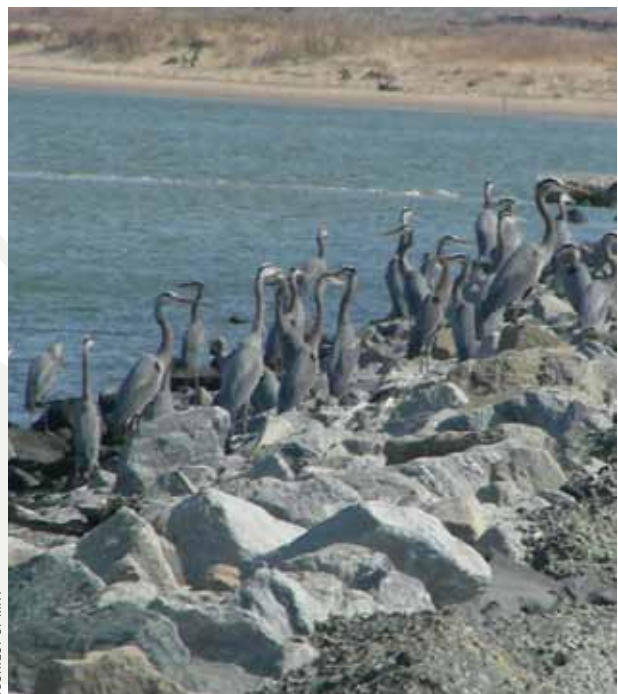
In 2009, Baltimore County's Hart-Miller Island, open to dredged placement since 1984, finished receiving dredged material. The project created 1,100 acres of wildlife habitat and recreational land, receiving about 100 million cubic yards of dredged material from the Baltimore Harbor and Chesapeake Bay channels.

With Hart-Miller Island's closing, Masonville in 2010 joined Cox Creek as the only containment sites for dredged material from Baltimore Harbor. For the next 20 years, Masonville will provide capacity for 15 million cubic yards of sediment and, when finished, be home to a future marine terminal.

The Masonville site is located on the Patapsco River near the communities of Brooklyn and Curtis Bay. The project includes a set of community enhancements developed and planned by local citizens and community groups.

The centerpiece of these enhancements is the Masonville Cove Environmental Education Center. Built using the latest green standards, this facility provides children with a place to learn about the local environmental habitat. The land adjacent to the Education Center is also being repurposed for hiker/biker trails, an observation tower and water access for local citizens.

The Port of Baltimore, coupling the MPA's award-winning dredging program with impressive strides made to improve environmental conditions at the public marine terminals, will continue to reduce its carbon footprint and maintain its role as an environmental steward. 🌐



COURTESY OF MPA







# Bird's-Eye VIEW



## Military Helicopters Fly Into Baltimore, Ship Out To Pearl Harbor

BY NANCY MENEFEE JACKSON

Photography By Bill McAllen

**W**hen it comes to being all that you can be, the Army knows it can call on the Port of Baltimore.

Fourteen brand-new Chinook helicopters, each weighing nearly 30,000 pounds with blades spanning 60 feet, flew into the Mid-Atlantic Terminal on the Dundalk Marine Terminal in October. Eight landed on one day and six on another, followed shortly thereafter by a shipment of simulators and supply parts that arrived by truck.

After they settled onto the terminal in precise formation, the big birds had their blades disassembled and then were loaded by crane onto a military sealift vessel, the USNS *Mendonca*, which ferried them to Pearl Harbor, Hawaii, to replace older helicopters. >>>





"We do helicopters a fair amount, but projects this big are kind of unusual," Terminal Manager Rod Pickens said.

Cynthia Burman, Trade Development Manager for the Maryland Port Administration (MPA), added, "It was just a patriotic moment watching these helicopters fly in, knowing they will be used to help our military and that we were instrumental in obtaining this business for the Port of Baltimore."

When Mid-Atlantic Terminal met with Army representatives, they toured the facilities and studied the equipment available. "We also introduced them to some of our labor who have handled helicopters and shipments of this nature before," said Colleen Dinisio, Customer Care and Administration Team Leader for Mid-Atlantic Terminal Region Americas. "They were impressed by the layout of Mid-Atlantic Terminal's facility as well as the security of the port itself. We have handled numerous helicopter shipments before and were able

to assure them we knew what was involved and were able to convey to them confidently that this would be handled efficiently, safely and beyond their expectations."

Charles Silver, Maintenance and Field Lead for the U.S. Cargo Project Management Office, said his office looked at several ports but knew that Boeing, which manufactures the helicopters, had used the Port of Baltimore for exports. They also wanted to be close to New Jersey, where the helicopters were modified before being flown to the Port.

"We were very impressed with the people who worked for Mid-Atlantic and the Port of Baltimore," Silver said. "They drove it home that they could handle the mission."

Once the Army settled on Baltimore, the Port rivaled the military with its planning for the operation. The initial stages included finding a vessel and completing the paperwork for the right of entry to fly into the Port. Arrangements were also made with MPA General Manager of Terminal







After they settled onto the terminal in precise formation, the big birds had their blades disassembled and then were loaded by crane onto a military sealift vessel, the USNS *Mendonca*, which ferried them to Pearl Harbor, Hawaii, to replace older helicopters.



Operations Brian Miller to identify the best berth for accommodating the *Mendonca*.

Meanwhile, Mid-Atlantic Terminal staff was busy hiring the labor needed to receive and load the cargo, arranging for terminal access for those who needed it, hiring escorts and providing additional security.

"This entailed some early morning and late evening behind-the-scenes work, but the end result was certainly a sense of satisfaction on a job well done through a combined effort," Dinisio said.

Not only did a huge, designated landing space need to be cleared on the terminal, but it also had to be swept clean.

"The wash from these things was so huge that we swept the area two or three times so no rocks or pebbles would fly up and break a windshield," Pickens said.

Bill Maddox, who has been a crane operator with ILA Local 333 for 41 years, was a key part of the operation. He was preparing to retire but agreed to operate

the vessel's crane as one of his last duties. His ability to use the ship's crane saved the military — and the taxpayers — money.

"Isn't that wonderful, to go out ending your career doing something for your country," Burman said.

But Maddox's job might not be done. The Army is planning another shipment in early 2011 and Maddox said he was "happy to assist with the loading of the helicopters and would come back to do the other load."

As a result of the helicopter shipments, the Port of Baltimore's ability to handle unique cargo could soon play a starring role on cable television. A film crew from The History Channel documented the operation for a segment on packaging to be aired on its "Modern Marvels" show.

"It certainly opens the door for the scope of business that can be acquired and handled in the future," Dinisio said.

"It was a feather in our cap," Pickens added. 🌐



# Baltimore LEED'S The Way



PHOTOGRAPHY COURTESY OF LEED'S INTERNATIONAL

## PORT HANDLES COMPANY'S SHIPMENTS OF PROMOTIONAL PRODUCTS

**M**ike Misleany, Inventory Control and Logistics Manager at Leed's International, recalls the sweeping changes that the Pennsylvania-based company made to its supply chain two years ago. As a result of those changes, Leed's started moving its products exclusively through the Port of Baltimore.

"We took a really big chance on the Port of Baltimore," Misleany said, "and here it is two years later, and we could not be happier."

Leed's International is the second largest supplier of promotional products in the country. The company was founded in 1986 as an importer of leather products

for retail, but expanded into luggage and then customized specialty products.

In 2005, Leed's was acquired by Investcorp, an investment organization whose operation spans three continents. The new parent company brought Leed's under the same umbrella as its Dutch promotions business, Polyconcept.

"Being part of a larger, global organization gives us the opportunity to compare business trends and share best practices," said Misleany. "We've adopted a number of processes from various companies in Europe and they, in turn, have adopted several of ours. This sharing and learning from each others' successes helps each company grow."

Today, Leed's has a 150,000-square-foot

warehouse and a Free Trade Zone designation, and sells "decorated" products (as they are known in the industry) to thousands of distributors. If you have ever received a leather portfolio embossed with a company logo, chances are good it was imported and decorated by Leed's.

And it's all done electronically. The company's easy-to-navigate website provides the information needed to place an order; customers can upload their logo and follow the progress of their order.

Leed's was the first company of its kind to offer a rapid-fire turnaround. They call it "Quickship." According to Misleany, "For many of our products, if you get an order in here by 5 p.m., we

BY KATHY BERGREN SMITH





## At-A-Glance

Headquarters: New Kensington, Pa.  
Number of Full-time Employees: 785

will have it out the door to you the next day with our innovative 'SureShip' service."

The speediness of the process is remarkable considering the wide array of products available to Leed's customers. Each year, a large catalog showcases high-quality items such as golf bags, pen sets, beverage containers, journals, ... you name it.

Many of these products are shipped from Asia. They used to arrive via West Coast ports and then travel cross-country by rail. But two years ago, when businesses were looking for all the cost-saving strategies they could find, Leed's reevaluated its supply chain.

"We are a very customer service-focused company," said Misleany, noting that Leed's representatives annually win several customer service awards within the industry. "We did not want to save dollars at the expense of service."

Looking at the logistics package holistically, Misleany found new partners in Baltimore for everything from purchase order coordination to drayage. Samuel Shapiro & Company and Hagerstown, Md.-based Lightning Transportation formed the basis of the new partnership.

Leed's made the switch and began using the Port of Baltimore exclusively. Last year, 1,200 Leed's containers moved across the pier.

"Leed's was skeptical about switching to the Port of Baltimore since they had never used us before, but it ended up being a very satisfactory move for them," said Richard Pagley, a Trade Representative in the Maryland Port Administration Marketing Department. "Now, when anyone mentions the Port of Baltimore, Mike gets a gleam in his eye."

According to Misleany, there are certainly no regrets about switching to the Port. "We are so pleased with the service we receive in Baltimore," he said, "we would not look back." 🌐



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# MINE CONTROL

**Bucyrus Builds From The Ground Up –  
And Down – To Become A World-Leading  
Mining Equipment Manufacturer**

BY BLAISE WILLIG

**B**ucyrus International, Inc. has built a global reputation for providing innovative solutions to big mining jobs. At the Port of Baltimore, the focus is on providing innovative solutions to moving Bucyrus' big equipment.

A world leader in the design and manufacture of high-productivity equipment for the mining industry, Bucyrus produces surface equipment that is used for mining coal, copper, iron ore, oil sands and other minerals. The company's underground equipment is used primarily for mining coal and is also used in mining minerals such as potash and trona.

"Their surface and underground mining machinery offers challenges that we are uniquely capable of handling," noted Lew Vrinios, Maryland Port Administration (MPA) Midwest Business Development Manager. "The Port of Baltimore handles their containers, over-dimensional breakbulk and heavy-lift cargoes. We have provided heavy lifts on various occasions for freight weighing in excess of 190,000 lbs."

According to Bucyrus Corporate Traffic Manager John Georgeson, the company has utilized Baltimore when shipping such items as electric mining shovel parts and dragline parts. An entire shovel might cost up to \$25 million, and a dragline's price tag ranges from \$65 million to \$190 million.

"The largest pieces we move are the continuous miners," Georgeson added, referring to a ferocious-looking machine used for underground mining applications and

## At-A-Glance

- ⦿ Bucyrus has approximately 10,000 employees and nearly 100 locations around the world.
- ⦿ More than 70 percent of the company's sales come from outside the United States.
- ⦿ Following the February 2010 acquisition of Terex Mining, Bucyrus now has the most expansive product offering in the mining market.

[www.bucyrus.com](http://www.bucyrus.com)

produced at the company's Houston, Pa., plant. Continuous miners can scrape several tons of coal per minute from a mine's seam. "They are not so much oversize as they are heavy — somewhere around 70 tons," Georgeson said.

Bucyrus is aligned by service contracts with Hamburg Süd when handling containers bound for South America and Wallenius Wilhelmsen Logistics America for breakbulk heading to Australia. "We route cargo through the Port of Baltimore



INSET PHOTOS COURTESY OF BUCYRUS INTERNATIONAL, INC.



## Big Lift Video Clip



when it makes financial and transit time sense to use the aforementioned carrier contracts," Georgeson explained, "and we always review the Port of Baltimore when it comes to part charter opportunities." The company also utilizes the National Shipping Company of Saudi Arabia, Höegh and Atlantic Container Line while shipping through Baltimore to other destinations, such as South Africa, India and Russia.

Other intermodal and Port-related partners range from Canadian Pacific Railway and Westar International to RIM Logistics and a pair of stevedores — Mid-Atlantic Terminal and Ports America.

Baltimore is the closest major seaport to Bucyrus' South Milwaukee, Wis., campus, "which often makes inland transit more economical and timely," Georgeson said. The Port is also in close proximity to the company's Houston, Pa., and Pulaski, Va., plants, where underground mining equipment is manufactured.

Georgeson also said he appreciates the customer service provided by the MPA's Vrinios, who "is very supportive and is consistent in bringing me updates on the

*In addition to its U.S.-based operations, Bucyrus manufactures longwall underground mining equipment in Lunen, Germany. To view a video clip of a September 2010 inbound long-wall shipment managed by Westar International at the Port of Baltimore, please go to [POBdirectory.com](http://POBdirectory.com) and look under "Port of Baltimore News."*

Port. He is helpful with identifying possible Port services that may be of assistance to Bucyrus." Georgeson added, "We have never had any major issues moving cargo through Baltimore, so we have not had to solicit Lew or Port personnel on a specific issue, but it is good to know they are looking after their customers and making it known that there is support if needed."

Vrinios responded, "Bucyrus is a highly valued customer of the Port, with increasing activities as their worldwide markets develop." He noted that, thanks to Baltimore's "ideal location and numerous, versatile global vessel services," he expects to see Bucyrus making many more big moves. 🌐

## Bucyrus TIMELINE

**1880** – Company founded in Bucyrus, Ohio; moves 13 years later to a larger location in South Milwaukee, Wis.

**1894** – Introduces first electric excavating machine

**1904** – Supplies 77 of the 102 steam shovels used to dig the Panama Canal

**1925** – Becomes the industry's leading manufacturer of excavating equipment

**1969** – Launches the "Big Muskie" walking dragline, the largest mobile earth-moving machine ever built – it stands nearly 22 stories and has a bucket the size of a 12-car garage

**Nov. 2010** – Caterpillar announces it will acquire Bucyrus in a transaction valued at approximately \$8.6 billion (including net debt)

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## CECE DONOVAN

### Environmental Efforts Surround Dredged Material

"Planning — lots and lots of planning" is how Cecelia (Cece) Donovan describes a good part of her job.

As Chief of the Environmental Dredging and Restoration Division of the Maryland Environmental Service (MES), there's no lack of projects that require her attention.

Brought aboard 25 years ago to work on obtaining and implementing requirements of the Hart-Miller Island Dredged Material Containment Facility permit, Donovan progressed to dredged material management and then assisted the Maryland Port Administration (MPA) with the 50-foot channel inflow to Hart-Miller. "It has been very rewarding," she said.

Created in 1970 to protect the state's air, land and water resources, MES has no regulatory authority

and receives no direct appropriations. It is a self-supporting, not-for-profit public corporation, combining the public sector's commitment to environmental protection with the private sector's flexibility and responsiveness.

"The Port is our biggest client," said Donovan, "but my division also works for the Maryland Department of Natural Resources and Maryland Department of the Environment."

She added, "Right now we manage operations for all of the Port's dredged material management, including Hart-Miller and Poplar islands, and the Cox Creek and Masonville Dredged Material Containment Facilities."

Masonville is leased as an automobile terminal, and "the dredged materials will expand it so more cars

BY MERRILL WITTY | Photography By Kathy Bergren Smith



## ASSESSING the Value of MASONVILLE COVE

"The Masonville Cove Environmental Center is a great new resource for the Baltimore City Public School System," said Dr. Andrés A. Alonso, CEO, Baltimore City Public Schools. "Our teachers and students can expand their classrooms from four walls to the entire local urban environment."

The Baybrook community organization, Living Classrooms Foundation and National Aquarium in Baltimore have begun running education programs for the center, which is fully occupied and in use.

can be parked there," Donovan explained. "It will grow year by year, and will take 15 to 20 years to be completed."

Providing support to MPA Deputy Director of Harbor Development Frank Hamons, Donovan gets involved in community enhancements, "which include mitigation of any environmental concerns that arise. Our division helps him implement all of that."

The Masonville containment facility has a 141-acre footprint. An adjacent 130 acres of open water is being restored with wetlands, as well as a reef and fish habitat. Plans also include a pedestrian and biking trail, observation towers and a kayak pier. The site already has a "completely green environmental education center with near-zero net-energy consumption," according to Donovan.

A married mother of two teenage daughters, Donovan has an academic and professional background that is well suited to her work at the MES: she has degrees in biology and information systems management, and a Master's in technology management. She has worked in environmental engineering for the Washington Suburban Sanitary Commission and at the U.S. Naval Academy.

Many environmental accomplishments at the Port have resulted from Donovan's work with the MES, but she knows there is still more to be done. "It's part of ongoing harbor development," she said. 🌐

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*At the Eridanus Leader wheel ceremony were, from left, NYK Line's Scott Senko, MPA's Larry Johnson, Capt. Merlindo B. Bermudez and Inchcape's Matt Lyneis.*

## *Eridanus Leader Arrives at Dundalk*

*Eridanus Leader*, a pure car/truck carrier in the NYK Line (North America) fleet, visited the Dundalk Marine Terminal on her maiden voyage to Baltimore. The vessel, which measures 199.99 meters in length and 32.26 meters in width, sailed under the flag of Panama and has a cargo capacity of 6,400 units.

**Agent:** Inchcape Shipping Services

**Stevedore:** Ceres Marine Terminal

**Towing:** Moran Towing of Maryland



*On hand to celebrate the Triton Leader's maiden voyage at the Port were, from left, Inchcape's Matt Lyneis, NYK Line's Scott Senko, Capt. A.N. Shukla, MPA's Cynthia Burman and Larry Johnson, and Bill Wade of Ceres.*

## *Triton Leader Travels to Baltimore*

The NYK Line's *Triton Leader* arrived at the Port of Baltimore flying the flag of Panama. At a length of 199.94 meters and width of 32.26 meters, the pure car/truck carrier has a capacity of 6,502 units.

**Agent:** Inchcape Shipping Services

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Source: Maryland Port Administration, [www.marylandports.com](http://www.marylandports.com)

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STORY BY KATHY BERGREN SMITH

**A**t the time this photo was taken in 1945, the tugboats of Baltimore Harbor were at the height of activity. The war effort brought about plenty of need for ship repair and construction, and the piers were bustling. Tugboats like Curtis Bay Towing's *Sparrows Point* were essential to keep the traffic moving.

Built in Philadelphia in 1893, the *Sparrows Point* was a steam tug with a crew that included one or two firemen, one or two deckhands, the captain and the cook.

"The cook was the most important person on the boat," said David Boone, a maritime artist and historian who is working on a

history of Curtis Bay Towing. "Those guys ate like kings, and the best crew always followed the best cook, not the captain."

Walking through the vessel, which was lit by kerosene lantern, the cook rang a school bell to summon the crew to the galley. After breakfast, a midday "supper" and dinner, the boat might make a detour to take the cook back to the dock so he could get home — anything to keep him happy.

Following the war, the *Sparrows Point* often delivered Navy ships to the scrapyards. She finally was scrapped herself in 1958. 🌐

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